



## Webinar Q&A, October 15, 2015

### **Q: How do GSA and DOE treat non-energy objectives, such as occupant comfort and satisfaction?**

A: Both GPG and HIT Catalyst are building technology programs that place heavy emphasis on energy performance and cost-effectiveness. That said, we recognize that non-energy benefits can be important drivers of adoption for even the most energy efficient, cost-effective technology. Both programs include market factors as part of the third-party measurement and verification evaluation.

GPG evaluations also include user satisfaction and other non-energy metrics such as indoor environmental quality and human wellness, as relevant to each technology. GPG will work with you to develop evaluation objectives and success metrics that, if realized, can be seen as compelling arguments for deployment through alignment with or improvement on standards set by guidelines such as the P-100 Facilities Standards for the Public Buildings Service or the WELL Building Standard.

### **Q: What is considered an acceptable payback period for GSA projects, when the federal government often cannot capitalize on tax credits and utility rebates available only to private industry?**

A: A unique characteristic of GSA is the duration for which we hold our buildings; approximately one-third of our owned portfolio is listed in or eligible for the National Register of Historic Places. Since our buildings are long-term investments, GSA is open to longer simple payback periods as long as the technology is life-cycle cost-effective.

In recent years, GSA has increasingly considered energy savings performance contracts and other sources of third-party financing. Generally, ESPCs require paybacks of less than ten years, though there are some authorities that increase that to twenty years.

### **Q: Can you expand on the Energy Management Information Systems category?**

A: This category includes technologies that optimize whole-building energy information, management and diagnostics systems to minimize energy waste. These systems include but are not limited to submetering, fault detection and diagnostics, monitoring-based commissioning and energy management systems. More information about the category can be found through the [HIT Catalyst \[http://energy.gov/eere/buildings/stimulate-market\]](http://energy.gov/eere/buildings/stimulate-market) and the [Better Buildings Alliance \[https://www4.eere.energy.gov/alliance/activities/technology-solutions-teams/energy-management-information-systems\]](https://www4.eere.energy.gov/alliance/activities/technology-solutions-teams/energy-management-information-systems).

### **Q: Does GSA consider cloud-based technologies?**

A: Yes, GPG has evaluated an increasing number of IT-enabled and cloud-based technologies in recent years. All technologies considered for inclusion in the program must comply with GSA IT Policy and Governance, available at [gsa.gov/gpg](http://gsa.gov/gpg). Please be prepared to engage in information sessions with GSA IT Security prior to selection.

**Q: Will GPG or HIT consider a technology that is similar to one that has already been piloted and tested by the GPG program?**

A: Yes, especially if there has been a significant improvement to the technology, or if the technology was still pre-commercial or in late-stage development when it was first evaluated. We also encourage you to consider that the opportunity for deployment may be broader in the commercial building sector; while GSA deals primarily with office buildings, HIT Catalyst considers a much wider array of building types, including multi-family, supermarkets, food-service, retail and schools, which may be a better market for many technologies. Finally, additional demonstration data can help to supplement risk evaluation and streamline adoption incentives.

**Q: Are there any resources that potential applicants can use to see if their technology meets GSA or DOE's requirements prior to submitting an application?**

A: Please contact <mailto:gpg+2016@gsa.gov> with information about your technology and we will provide guidance specific to your inquiry.

**Q: Is it possible to request and receive specific information (e.g., total square footage, roof square footage, number of parking lots) on GSA buildings?**

A: Publicly available information about GSA properties can be found at several sources, including the Inventory of [Owned and Leased Properties](http://www.gsa.gov/portal/content/100783) [<http://www.gsa.gov/portal/content/100783>] and the [GSA Properties Overview](http://www.gsa.gov/portal/content/104501) [<http://www.gsa.gov/portal/content/104501>]. We are not able to provide details beyond what is publicly available at this time.

**Q: Is there a carve-out for small business acceptance into either program?**

A: There is no formal carve-out for small or disadvantaged businesses in either program, but both programs have evaluated technologies from vendors spanning a wide spectrum of scale and establishment. GPG recognizes that technology gifting may be more challenging for small businesses, but the program always aims to work within each vendor's means. Additionally, DOE supports small businesses through the [Small Business Innovation Research and Technology Transfer programs](http://science.energy.gov/sbir/), <http://science.energy.gov/sbir/> as well as the recently launched Small Business voucher program, [sbv.org](http://sbv.org).

**Q: Are there any restrictions regarding manufacturing or invention outside of the USA?**

A: Ultimately, if your long-term goal is to sell to the federal government, a trade agreement must be established with the U.S. in order to recommend broad deployment across the GSA portfolio. Your application should indicate relevant trade agreements, and/or plans to expand into U.S. markets.

**Q: Does the character limit on the RFI Webform include spaces?**

A: Yes, it includes spaces.

**Q: Can I request a recording of this webinar?**

A: We will not be distributing recordings of this webinar. All information and Q&A will be posted at [gsa.gov/gpg](https://gsa.gov/gpg).

**Q: Will both webinars contain the same information?**

A: Yes, the same information will be presented at both webinars. Q&A will vary, but all Q&A from both sessions will be published on our website.